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September 17, 18ECEIVED

SEP 2 1 1992

MAIL BRANCH

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Office of the Secretary Federal Communications Commission Attn: Docket No. 92-90 1919 M St. N.W. Washington, D. C. 20554

'SEP\_2 1, 1992

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF THE SECRETARY

Dear Sir:

I urgently request that you not restrict the use of person-toperson telephone solicitations.

A key part of my business as a Realtor is person to person telephone solicitation. Many people sell their homes because someone raised the question by a telephone call. This all helps to boost the economy.

I believe the limiting of person-to-person telephone soliciations would have a devastating effect on the real estate market and our economy!

Thank you!

Sincerely yours,

Diane Taylor

gayer B. Hunt (Realton) I.D. 060864

Century 21 Hold House 7500 n. Canton Centur.

Canton Center, Mich 48/87

SEP 22 1992

RECEIVED

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Thank you!

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Wallice Mays

Century 21 TAylor & Assocites

7500 N. Canton Center Rd.

Canton, Mich. 48187

Walling May

Phone 313/ 451 9415 or 721 6438



WEST SHORE SALES OFFICE: 3310 MARKET STREET CAMP HILL, PA 17011 (717) 761-1910

FAX # 761-5308

EAST SHORE SALES OFFICE: 5137 DEVONSHIRE ROAD HARRISBURG, PA 17112 (717) 652-7260 FAX # 652-9261

RENTALS & PROPERTY MANAGEMENT

3310 MARKET STREET CAMP HILL, PA.17011 (717) 761-6616

RELOCATION AND CORPORATE SERVICES 3310 MARKET STREET CAMP HILL, PA 17011 1-800-676-1910

MORTGAGE & SETTLEMENT DEPARTMENT

3310 MARKET STREET CAMP HILL, PA 17011 (717) 761-6190

PREFERRED INSURANCE SERVICES, INC.

5137 DEVONSHIRE ROAD HARRISBURG, PA 17112 (717) 657-2091 September 16, 1992

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The most important tool for professional REALTORS is the telephone. Curtailing use of this extremely important instrument could radically affect all REALTORS, in general, but most importantly, the entire economy.

Why? Simply stated, the real estate industry plays an integral part in boosting the American economy. Home buying and homeselling trigger employment of a variety of trades people (i.e. plumbers, carpenters, electricians, painters, title insurance personnel, attorneys, etc.); and it also generates retail sales activities such as the purchase of appliances, furnishings and other household items.

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Sincerely,

C.M. Detweiler, Inc. REALTOR Hathlen Ledd Mc Manaka



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Sales Associate



"Distinctly Detweiler --- for over a quarter century"

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Terry Smith

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COMMERCIAL DEVELOPMENT BROKERAGE

RESIDENTIAL APPRAISAL INDUSTRIAL

LEASING MANAGEMENT

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September 17, 1992

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MAIL BRANCH

SEP 2 2 1992

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF THE SECRETARY

Secretary

Federal Communications Commission

ATTN: Docket No. 92-90

1919 M Street N.W.

Washington, D.C. 20554

#### Dear Sir:

I write you to voice my strong opposition to any restrictions on person-to-person telephone solicitations. The economic impact of such regulations would adversely affect our industry in a very significant manner.

Quite frankly, person-to-person telephone solicitations are the life blood of our residential sales industry. I'm sure our government would not want to cause any more economic hardships at the "street level"!

Thank you for your consideration in this important matter.

Sincerely,

Edward H. Willer

President

Residential Division

ward H Willer



SFP 2 1 1992

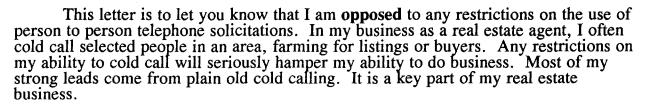
**JEFFREY ANNIS** 

MAIL BRANCH

September 17, 1992 RECEIVED

Office of the Secretary Federal Communications Commission Attn:Docket No. 92-90 1919 M St NW Washington, DC 20554

Dear Secretary,



Person to person telephone solicitation is the only way to quickly reach the number of people I need to reach to do business. Door knocking is both physically \*dangerous and ineffective in this economic environment where most households are working households. All you have to do with an unwanted telephone solicitation is hang up. Most of the people I call do not really seem to mind my calls, and will chat for 30 seconds.

I receive cold calls too, and am usually polite to the caller. Cold calling is the grease that lubricates this economy.

The use of automated unattended dialers is annoying, but I have found that only bill collectors use them. Nobody I know in real estate uses one. Any ban on unattended automatic dialers should not preclude the use of other forms of devices that automatically dial the telephone from say a computer list of numbers.

SEP 2 1 1992



### MAIL BRANDECEIVED



Real Estate

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF THE SECRETARY

To whom it may concern:

At Martin Real Estate we use "cold" calls all the time. After an open house we contact the people who walked thru the property to see if there is any additional information they need to know about the property or if they are not interested. A very, very important part of our business involves using the telephone for person-to-person solicitations.

Sincerely,

SEP 2 1 1992



Real Estate

MAIL BRANCH

PAECE V 621 East Main Street Walertown, WI 53094 • 414/261-2223

SEP 22 1992

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OFFICE OF THE SECRETARY

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Real Estate

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OFFICE OF THE SECRETARY

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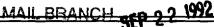
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Real Estate

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OFFICE OF THE SECRETARY WI 53094 • 414/261-2223

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Sincerely,



**DuPont Realtors®, Inc.** 

18801 West 7 Mile Road Detroit, Michigan 48219-2703 Business (313) 255-6770 Fax (313) 255-0184 RECEIVED

SEP 22 MAR

SEP 21 1992

FEDERAL COMMUNICATIONS COMMISSION RECEIVED

SEP 21 1992

MAIL BRANCH

September 14, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M. St. N.W.
Washington, DC 20554

To Whom It May Conern:

I am writing in regards to the FCC's attempt to restrict person-to-person solicitation of residential homes. As you may already know "cold" calling is very important to the real estate business. It is my concern that to eliminate access to potential customers could result in losses to real estate agents nationwide. This would take money from our pockets and would also decrease our spending power as well, which would not help an already stagnant economy.

J. Williams

Sincerely,

Gary T. Wiliiams

Realtor Associate



Charlotte J. Clark Associate Broker SEP 2 2 1992

(313) 626-4000

FEDERAL COMMUNICATIONS COMMISSION

7011 ORCHARD LAKE ROAD

OFFICE OF THE SECRETARY WEST BLOOMFIELD, MICHIGAN 48322

September 1, 1992

RECEIVED

Office of the Secretary FEDERAL COMMUNICATIONS COMMISSION Attn: Docket No. 92-90, 1919 M Street N.W. Washington, D. C. 20554

SEP 2 1 1992

MAIL BRANCH

Dear Secretary of the Federal Communications Commission:

It has come to my attention that the FCC is drafting regulations to implement the Telephone Consumer Protection Act of 1991, which restricts the use of automatic dialing systems and requires the FCC to consider restrictions on person-to-person solicitations of residential homes. As a Realtor/Broker this deeply disturbs me, that the commission would even consider such a restriction! Realtors nationwide use the telephone for person-to-person "cold call" solicitation in the residential real estate industry—to market our services to potential home buyers and sellers!. This type of marketing/calling has to my knowledge never received an abundance of "complaints" compared to "artificial computergenerated solicitations."

When drafting regulations it would seem of utmost importance not to draft regulations that would be difficult to regulate!
Who makes the determination as to what "solicitation" really is comprised of? Under our First Amendment Rights Americans need the rights granted therein—the right to the freedom of speech, and the freedom of choice in particular! To make further regulations that will complicate and confuse the public at large is inappropriate!

Sincerely,

Charlotte J. Clark Associate Broker MAX BROOCK, INC.

# WE THE UNDERSIGNED REALTORS AND REALTOR ASSOCIATES RECEIVED

### DO HEREBY AGREE WITH THE ATTACHED LETTER

SEP 2 1 18.2

WRITTEN ON SEPTEMBER 1, 1992

WRITTEN TO THE FCC: DOCKET 92-90

MAIL BRANCH

NAME: ADDRESS:	REAL ESTATE
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Muc Rollsens Sales Associate





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RELOCATION AND CORPORATE SERVICES 3310 MARKET STREET CAMP HILL, PA 17011 1-800-676-1910

**MORTGAGE & SETTLEMENT** DEPARTMENT

3310 MARKET STREET CAMP HILL, PA 17011 (717) 761-6190

PREFERRED INSURANCE SERVICES, INC.

5137 DEVONSHIRE ROAD HARRISBURG, PA 17112 (717) 657-2091

Office of the Secretary
Federal Communications Commission SEP 22 MAR
Attn: Docket #92-90
1919 M Street, N.W.
Washington, D.C. IN COMMUNICATIONS COMMISSION MAIL BRANCH
OFFICE OF THE SECRETARY MAIL BRANCH

Dear Sir:

This letter is in response to the impending decision before the FCC to restrict person to person telephone solicitations. I strongly urge serious consideration be given to rejecting this proposal in light of it's importance to the real estate industry.

The most important tool for professional REALTORS is the telephone. Curtailing use of this extremely important instrument could radically affect all REALTORS, in general, but most importantly, the entire economy.

Why? Simply stated, the real estate industry plays an integral part in boosting the American economy. Home buying and homeselling trigger employment of a variety of trades people (i.e. plumbers, carpenters, electricians, painters, title insurance personnel, attorneys, etc.); and it also generates retail sales activities such as the purchase of appliances, furnishings and other household items.

Professional REALTORS work hard to create a positive image in their local communities. Person to person calls are a critical part of the homesale and homebuying process. Support the American dream of home ownership. Support your local REALTOR by rejecting the proposal to restrict our trade.

Sincerely,

C.M. Detweiler, Inc. REALTOR





WEST SHORE SALES OFFICE: 3310 MARKET STREET CAMP HILL, PA 17011 (717) 761-1910

**FAST SHORE SALES OFFICE:** 5137 DEVONSHIRE ROAD HARRISBURG, PA 17112 (717) 652-7260 FAX # 652-9261

RENTALS & PROPERTY MANAGEMENT

FAX # 761-5308

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Office of the Secretary
Federal Communications Commission
Attn: Docket #92-90
1919 M Street, N.W.
Washington, D.C. 20554

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EAST SHORE SALES OFFICE:

5137 DEVONSHIRE ROAD HARRISBURG, PA 17112 (717) 652-7260 FAX # 652-9261

RENTALS & PROPERTY
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MORTGAGE & SETTLEMENT DEPARTMENT

3310 MARKET STREET CAMP HILL, PA 17011 (717) 761-6190

PREFERRED INSURANCE SERVICES, INC.

5137 DEVONSHIRE ROAD HARRISBURG, PA 17112 (717) 657-2091 September 16, 1992

Office of the Secretary

Washington, D.C. 20554

Attn: Docket #92-90

1919 M Street, N.W.

Federal Communications Commission

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C.M. Detweiler, Inc. REALTOR





September 16, 1992

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OFFICE OF THE SECRETARY

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MAIL BRANCH

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D. C. 20554

Dear Sir:

I urgently request that you not restrict the use of person-to-person telephone solicitations.

A key part of my business as a Realtor is person to person telephone solicitation. Many people sell their homes because someone raised the question by a telephone call. This all helps to boost the economy.

I believe the limiting of person-to-person telephone soliciations would have a devastating effect on the real estate market and our economy!

Thank you!

Sincerely yours,

of 4